

Message Text

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16

ACTION EUR-25

INFO OCT-01 ADP-00 EA-11 NEA-10 INT-08 EB-11 COME-00

SCEM-02 CIEP-02 CIAE-00 DODE-00 PM-07 H-02 INR-10

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FM AMEMBASSY PARIS

TO SECSTATE WASHDC 686

C O N F I D E N T I A L PARIS 15154

E. O. 11652 GDS

TAGS: ENRG/FR

SUBJECT: PETROLEUM: COMMENTS OF ELF- ERAP PRESIDENT

GUILLAUMAT

1. DURING A MEETING BETWEEN AMBASSADOR FUNKHOUSER (S/ PC) AND ELF- ERAP PRESIDENT PIERRE GUILLAUMAT ON MAY 18, GUILLAUMAT MADE SEVERAL POINTS THAT MAY BE OF INTEREST TO THE DEPARTMENT, PARTICULARLY COMING FROM THE MOST IMPORTANT FIGURE IN THE FRENCH OIL INDUSTRY.
2. GUILLAUMAT SAID THAT HE WAS DISAPPOINTED WITH PRESIDENT NIXON'S ENERGY MESSAGE. HE FOUND IT WEAK. THE INTERNATIONAL SECTION WAS NOT SUFFICIENTLY VIGOROUS AND HE EXPECTED MORE AFTER HIS MEETINGS IN WASHINGTON A YEAR AGO WITH AKINS AND FLANIGAN. HE ALSO SAID THAT A GREATER EFFORT IN R& D ON SUBSTITUTES FOR OIL WAS NECESSARY.
3. REGARDING THE CURRENT OIL SITUATION GUILLAUMAT SAID THAT THERE WERE TWO COURSES OF ACTION: MORE AND BETTER RELATIONS WITH PRODUCING GOVERNMENTS AND A MORE EFFECTIVE DEVELOPMENT OF ALTERNATIVE SOURCES OF ENERGY.
4. GUILLAUMAT COMMENTED THAT IT WAS ALMOST IMPOSSIBLE TO

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WORK WITH JAPAN. ERAP TWICE TRIED AND FAILED. THE JAPANESE SMILE BUT DO SOMETHING DIFFERENT THAT WHAT IS EXPECTED. GUILLAUMAT SAID PERHAPS THEY JUST DO NOT UNDERSTAND. HE DID NOT THAT ERAP NOW HAS A NEW PARTNERSHIP WITH THE JAPANESE IN IRAQ AND HE IS HOPEFUL IT WILL WORK OUT BETTER.

5. REGARDING COOPERATION, GUILLAUMAT SAID THAT WHAT IS IMPORTANT, GIVEN EXPECTED DIFFICULTIES WITH JAPAN, IS A COMMON FRONT BETWEEN EUROPE AND THE UNITED STATES AND CANADA. HE SAID THAT IT WAS ESSENTIAL TO STOP THE PURCHASE OF NATIONALIZED OIL. HE NOTED THAT US STOPPED THE SALE OF ANACONDA COPPER IN FRENCH PORTS AND SAID THAT LEGAL ACTION SHOULD BE TAKEN TO HOLD UP CARGOS OF STOLEN OIL OR ERAP WOULD HAVE TO GET IN THE AUCTION TOO. IF SUCH MEASURES WERE NOT TAKEN, THE PRICE WOULD GO OUT OF OF SIGHT.

6. GUILLAUMAT SAID THAT ERAP HAD BID ON SAUDI PARTICIPATION THE NEXT TIME ERAP MIGHT HAVE TO BUY SUCH OIL REGARDLESS OF PRICE.

7. COMMENT: THE ABOVE WAS NOT CLEARED WITH AMBASSADOR FUNKHOUSER BEFORE HE LEFT PARIS. END COMMENT.
STONE

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NNNNMAFVVZCZ

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*** Current Classification *** CONFIDENTIAL

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